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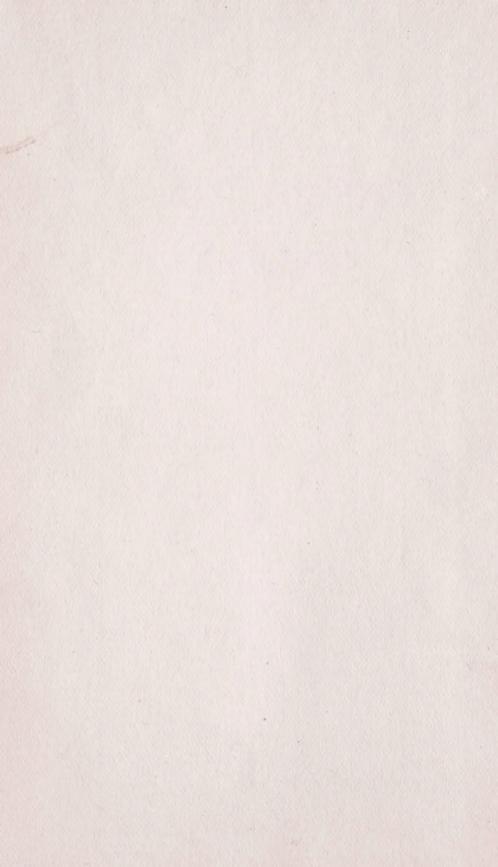
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Kelley, andrew Francis

THE DEVELOPMENT OF DAN



Written by
"THE GOOD WIFE'S HUSBAND"

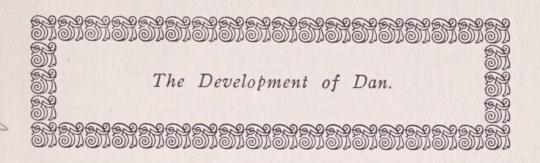
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DEDICATED TO
"AN HOUR WELL SPENT."

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JUN 19 1915 Copyrighted 1915.

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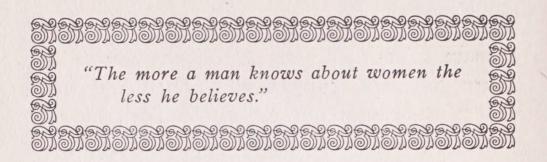


City, May, 1915.

Mr. Daniel O'Niel,

Dear Sir-You need not expect me, Tuesday night, for I have become thoroughly convinced that our natures are too dissimilar for us to ever be happy together, and its best to end it all now. I have tried awfully hard to find excuses for your actions, but your continued indifference, together with your coldness, has caused me to feel that you no longer care for me as you should, and I am certainly not going to force myself upon anyone. It serves me quite right for expecting aught else from one who has had no better bringing up, and no doubt you have found another who appeals more to you, so I am very certain my decision will not cause you any great sorrow. I trust you may prove more worthy of the other girl and spare her the pain that has been mine. You may answer this if you care to, but I can never be more than a friend after the manner in which you have disregarded my every wish. Yours in friendship,

MARY LOUISE ELLIOTT.



MISS MARY ELLIOTT,

My dear Miss:

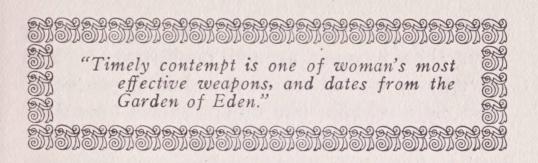
Gee! your letter handed me an awful jolt! Looks like its all off with the dream I had planned for us two, but nothing aint never broke just right for me anyway so I guess I'll have to add another bump, only I'd kind'a thought I had my share of em. There hasnt been very many smiles in my life honey, but when you came it just seemed like you kind'a let the sunshine in an' brightened up all the dark corners, an I was gettin to think that maybe there was something to live for after all. You were helping me to face my work with a smile for it seemed like after I met you that every day was the beginning of a new life for me! Gee! I was trying awful hard to get like all the swell guys you was tellin me about and just when I thought you'd be noticing the change you ups and hand me a wallop thats made me take the count! It's sure going to be pretty tough to have to lose you, girlie, just seems like its going to get all dark

again now. Taint hardly fair, though, to have it make so much difference bout my bringin up, cause you see I didnt have nothin to say bout that it was just give to me, an you see I thought that maybe if I was a man first I could learn the rest after, but I'm all wrong as usual, guess I kind'a went out'o my class anyway in tryin to love a girl like you, I always was a little rough on manners, but, gee! I wasnt cold, it was cause you seemed so far above me that I was just kind'a fraid to love you out loud like for fear you'd send me away, and now I've mussed it all up anyway! About that there friendship thing, I never was no hand at being satisfied with half'o anything and I sure couldnt stand to share my girl with anyone, cause to me courting is just like dying an you've got to do it for yourself, so I guess I'll just bow myself out, but I'll have to go right on loving you just the same, only I aint going to bother you none with it, see! I'll be thinkin of you all the time an when I see you an when I pass your house I'll be kind'a longin for the girl I might'a had only she was too good for me, an maybe some day I'll get a chance to run over the other fellow! Thats great dope you slipped me bout that there loyalty thing! I never just looked at it that way, but I guess you're o. k. on it an I'm going to take your tip an keep a

tight hold on my honesty an I'm going to be on the square with my Boss an see if I cant get him to fall for me, cause it don't matter much just where you start this thing of getting on in life, its where you land that counts! An I'm going to try an land on the top, I want to thank you, girlie, for the little time you let me spend in heaven an for the sunshine you brought into my life, but there aint never going to be no other girl.

Yours in sorrow,

DAN.



Mr. Daniel O'Niel,

My Dear Sir—There! I just knew that I was right! My decision was a source of great relief to you, and now you mean thing you are trying to put the blame upon me! You need not try to make me believe you ever loved me, nor that you feel badly, for you are only too glad to seize upon my letter as an excuse to rid yourself of me-and now that you have broken my heart I presume you are satisfied. You might have spared me the insulting remark about there being another-you need not judge me by yourself! Seems to me if I felt so badly over losing anything, I would at least make some effort to hold it! But your willingness to surrender proves your professed sorrow to be insincere. You claim to have tried awfully hard to do the things I asked of you! How about the moustache! Mr. Jones has a beard and I think it makes him very intellectual looking; he said Abe Lincoln wore a beard, and he was a very great man. How about the manner in which you have neglected your

work for your old bowling club, and spending your time hanging around pool rooms! You have never treated me as you should, you never take me anywhere like other fellows take their girls! You can find time to run to ball games I notice, but if I wanted to go anywhere you couldn't get an afternoon off! Perhaps you will have more time now to devote to the many girls you were kind enough to tell me you have on your rounds, don't think that I didn't know of them without you telling me! But if you have any idea it bothers me in any way you are very much mistaken, for there are plenty of other gentlemen who will be only too glad of an opportunity to take me around, and I don't have to force my company upon anyone. My friendship was offered merely as a matter of courtesy, but I realize it was a wasted effort. However, one's good breeding is their best security against another's bad manners! You need not answer this if you don't care to, for I am sure it is quite immaterial to me.

Yours, etc.,
MARY LOUISE ELLIOTT.

My Little Pal:

Well, bless your old heart, little girl, now I know you love me, for just the minute a girl starts to get bossy to a fellow its the surest sign in the world that she loves him! For whats the sense o' havin a fellow if you cant find fault with him an boss him around! Gee! A woman's just got to be boss over somethin, but there aint no rabbit in me no more now honey, an you cant get away with that old "Boo thing" on me cause a lot'o my customers hand me the same line o' scare talk an I'm getting so I don't even hear 'em! Now bout that moustache an beard business, you tell Dude Jones 'at Lincoln was a great man in spite o' his whiskers an not on account of em, and Angel face wouldnt be no man even if he had a beard longer than "Santa Claus." Listen, honey, I cant raise no "soup strainer" cause the gang would kid the life out o' me, and I got to bowl an go to a ball game once in a while, gee, you dont want me to be called a tight wad, do you! Guess you're right bout me

spendin too much time in pool rooms an that for I got one awful pannin this mornin for being late, an say the Boss shot me an armfull o' talk I aint never heard before an its "little teeny weeny Danny!!" for the straight an narrow from now on, see! I think I'm making a hit for myself by tellin him I'm the champeen pool player, an he says "I knew a guy one time that could play fifteen or no count, but he never worked cause he was allus too tired to get up in the mornin, but somehow he was the best dressed lad in our town, so one day we missed him an never saw him anymore an his poor old mother found a lot of letters with isinglass fronts on 'em an they were all from one man so she wrote her boy a nice long letter an all she said in it wasyou can come home now Tommy cause your Tailor is dead! Guess if they named folks for what they know the Boss' name would be Solomon, for he's some wise guy! Listen, Mary, there's an old lady customer o' mine that lives away up on the fourth floor an takes bout ten cents worth a week an on the level she expects more attention than if she took a ton, but I always have a smile for her an what do you think she said to me today! "You're the finest young man I have ever seen, and it'll be a lucky girl that wins you for a husband." Guess thats bad aint it!! Shows what cheerfulness gets you an it dont cost nothin neither, you see life is kind'a made up of little things like smiles an kind words an they pay too, for none of the other boys could ever get along with this old lady an I hope to die if she aint stuck on me! Then I told her all bout my girl (bet your ears must'a been burnin today, weren't they?) Say I sold two new prospects this mornin an I'm going to try an make regulars out of them, guess it must have been your letter that did it! Well, be good honey!

Yours without a struggle, "HAPPY" DAN.

Moral—"You can't never get nowhere if you spell Loyalty with an 'R', this is a little deep an thats why I put it down so far!"

"Studied Indifference will always awaken a man to his carelessness."

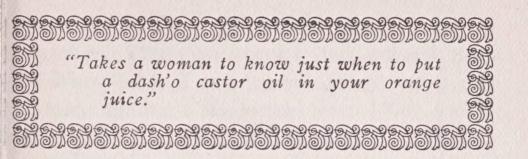
My dear Daniel:

If I really mean so much to you, and you promise to try harder, I am willing to forgive the past, and give you an opportunity to see if you can prove worthy. However, I am sorry to learn that my wishes for your personal appearance are subject to the approval of your male associates, I was silly enough to believe I was first. Mr. Jones is studying medicine, and he said if it were not for his beard folks would not think he knew anything. If my influence is so great a factor in aiding you in your work, you might try to show some appreciation for it by doing something to please me. You must not be too sure of my love young man, for it happened to be my left ear that was burning yesterday, and now I think it was a young lady you were talking to instead of an old one, and I don't like the idea anyway, of you continually telling me of all the women you are talking to, seems to me you have very little work to do, when you can find

so much time for gossip! You don't want me to even look at another fellow, but its perfectly all right for you to talk with every woman you meet. Its just as Mr. Jones said, a girl is a fool to tie herself down to one fellow, he said no man does, and he knows for he gets around a lot and sees just how men carry on. Of course bowling and pool are more important than I am, in fact, to hear you tell it, your love for me is so great that I wonder how you live through the day without me! You must miss me terribly, don't you? You are selfish enough about your own pleasures but you have never a thought for mine, here I have been fool enough to send you home early so you would get your proper sleep, and now I find that after I was willing to sacrifice my pleasures to help you to advance in your work, you left me and instead of going home you went to some pool room! You had better not imagine you can fool "Solomon," and you need not insultingly refer to Mr. Jones as a dude, it might be well for some whom I know if they were his equal, he at least knows how to treat a lady. There is going to be a party next Tuesday and he has asked me to go with him, and I told him I would decide in a day or so, no doubt you will be busy with your bowling, it seems to be

more of an attraction than *I am*. Its a gentleman's duty anyway to suggest going, and I am not going to humiliate myself by even *hinting* of a desire to be taken anywhere, if a man doesn't consider me worth asking, I am sure I am not going to *force* myself upon him.

Very truly yours,
MARY L. ELLIOTT.

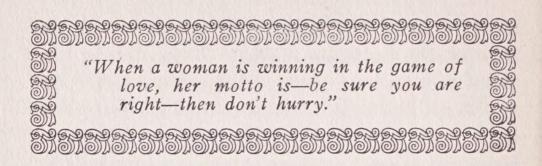


My Mary:

Gee! Mary you have me up in the air all the time! Can't you never let me light nowhere at all! If you knew how hard I've been tryin since you took me back! An I aint been bowlin much, nor nothin an never out late no more, an there must be a change for Solomon kind'a smiled at me this mornin, but it just seems like I cant do nothin to suit you, for no matter how hard I try I'm just all wrong! You know I miss you every minute in the day an it seems like everything I do I'm doing for my little Pal! An gee its tough to have you hopping on me all the time! But we might just as well have an understanding bout this Jones thing right now, he's the cause of all our troubles, he's not going to take you to that party, nor nowhere else either, see! An if he don't keep his beard out of my business I'll pull it out for him one hair at a time an I guess maybe he knows that I can do it too! I'm off'o that guy! I'm going to take you to that party and if he comes near you for a dance I'll break both of

his legs! I aint been going nowhere but home, after leaving you, I know its up to me to ask you to go places, honey, and I know you'd die before you'd even hint about anything an thats just why I love you so well Mary, cause you're so different from other girls, gee, some of them are always hinting bout something! Say! I'm kind'a getting wise to that there loyalty thing, an I'm going to go after some of our rival's customers cause I thought I was doing my best all the time but after Solomon talked to me a while this morning he made me see it was only what I thought was my best, he said he knew a lad that worked for him one time an he was one of them there "Gee! Aint you satisfied!" kind, an he never landed no new prospects but every little while one of the old ones would get away on him, an so one day the Boss was telling him how to go at it to land some new ones see! An this guy up an says "I aint never going to try to do nothing, that I aint never done before!" an Solomon says "Yes, I guess thats right, an if John Stanley was anything like you we'd still be riding in horse cars! You're walkin around an talking an everything but just as soon as some undertaker aint too busy he'll be around to bury you cause you're a dead one!" So he just fired this bum an sure enough he said things began to pick up right away! Gosh! If I could only remember all the wise cracks Solomon makes! I was telling him about you an how you bawled me out bout pool an everything and what you told me bout that loyalty thing an he said "I thought something had happened cause a man never improves much if he only has hisself to copy after." Can you beat that guy! Say! Don't never worry bout me flirting with any of the women on my rounds for I wouldn't trade you for all of them Mary, honest if you could see what sights some of them are when they open the door for me you'd laugh out loud, from the dresses they have on I don't know how the rag men ever do any business at all, they must have sent some awful tough looking things to them Belgians! When we're married I'm going to tell you when I think a dress is worn out, for some of the ones I see are awful! This is one swell job for sight seeing! I'll be over early tonight honey an we'll go to a picture show.

Yours lovingly, DAN, "THE PROUD."

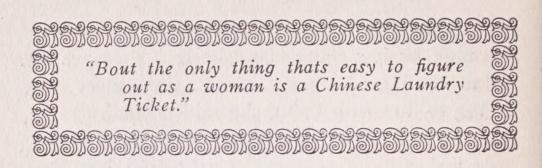


Danny Dear:

Last night I enjoyed myself more than I have at any time since we have been keeping company, why cant you always be as nice? You looked fine in your new suit too, I was really proud of you, Dan. But don't you dare to wear it on your rounds, for I'd be afraid some of your girls might steal you from me, but if you find one whom you think you would like any better, don't let me stop you. All day long I have been trying to figure out why you were so nice last night. Have you been doing anything that you were afraid I might hear about? Seems strange that you could change so in a night. Mr. Jones says men only bowl in the winter, and maybe if I were to inquire around I might find you have something other than a bowling club taking up your time. It wouldn't surprise me a bit for no man can be trusted, yet we girls are silly enough to believe everything you tell us, but you neednt think that I am one of those softies, no man is ever going to make a fool of me. Only today a girl friend was telling me what an awful flirt the man on her route was, she said they are all alike, smiling at every woman they meet and trying to flirt with them, she said no man can be trusted, and we girls ought to smile at the men too, and not be prudes. I just told her that nothing of that sort would ever bother me for I would like to see the man I would be jealous over. Mr. Jones said it was a shame the way I am tied in the house and he asked me if I had made up my mind about the dance, and I told him, not definitely, but I am going just the same, I'm sick and tired of staying home.

Lovingly yours,

MARY.

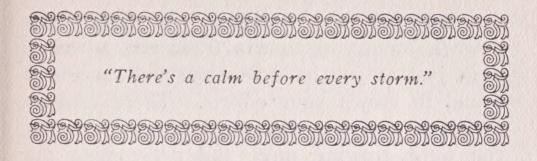


Mary Mine:

Now you've got me guessing again! First, you tell me how nice I was, and in the next line you're bawling me out again, an, gee, I don't know where I'm at! Didnt I tell you I aint hardly bowling nor nothing! But before getting any further, listen, Mary! I'm all cured of this Jones thing an the next time he mentions my name he's going to have a run of some bad luck thats going to be awful, I wouldn't never say nothing bout a poor guy thats crosseyed cause he cant help that, see! But when I find one of them buttin in ginks thats raised a set of whiskers that makes him look like a pet ape thats his own fault, an you can tell him he aint never going to deceive me with them, an his mother ought to put up some rings so he could swing back and forth like the ones do at the Zoo! I wasn't born with no silver spoon in my mouth nor any other kind either, but they aint nobody has to buy me anything to put in mine - I guess the long haired boy can force that in through his dome-You've always been kind'a strong for polish Mary an Jones is there with it an I aint, but I'm there forty ways with hustle an thats what they pay off to in this world! Maybe if this "bearded lady" had to roust out of the hay at three A. M. like yours truly some of that polish might wear off, I'd like to get a peek at "mama's boy" going up four flights with a hundred pounds on his back, he'd need his mother, a couple of doctors, seven or eight nurses an a pull-motor all on the first floor, cause he never would get no higher, I'm off o' him! It's all settled about the dance anyway, I'm going to take you aint I! Gee! How many times do I have to tell you! The other night I tried to be as nice as I could and now you're suspicious of me! Thats some more of Jones' work. I'll poison that pup! There aint nothing to it Mary, I got to chloroform this pest and destroy him before I'll ever have any peace of mind! You say you cant see how I could change so in a night. There wasnt any change honey, its just the way I wanted to act all the time only you always seemed to be too big like to be my girl an I was afraid to act natural like for fear I'd lose you, thats all there is to that and as usual I'm all wrong again! Gee! If I

made half as many bulls in my work as I make with you I'd a had forty jobs by now! Seems funny how I can please all kinds of people on my rounds every day an hardly two of them alike and I cant do nothing to please you, wonder whats wrong with me?

Lovingly yours,
"Perplexed" Dan.

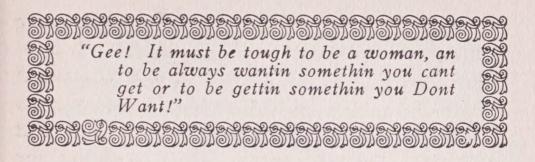


My Danny Boy:

You big silly! I would'nt have you any different for all the world, and now that you have been so wonderfully patient, and so willing to forgive all my tirades—I have a secret to tell you! All my "bawling out," as you term it, has been because I wanted you to succeed and advance in your work, I have "weeded your garden" for you, and now I am certain you are going ahead. I care nothing for Mr. Jones, in the manner you have in mind, it was just to tease you, and if you had a moustache—I'd pull it out myself! You are wrong in thinking I am "strong for polish," for it would only spoil that something in my Laddie that causes everyone to love him; you were blessed with a sunny disposition that diffuses pleasure round about you, and that is worth more than all the so-called polish in the world. Do you know, Danny dear, there is an old saying that just fits you! "Blessed are the happiness makers." The dear little old lady was right when she said, "it would be a lucky girl

that won you for a husband." Go right along through life trying to win trade and advancement just as you have won me and success is bound to crown your efforts. There was no change in you the other night, it was just that you were growing surer and overcoming the timidity that is quite natural in one with your nature; and it was this fine respect you showed for a woman's softness that made me love you from the very first. There! It's out now!— This then is my answer to your question, "what's wrong with me!"—I love you!—And don't you dare to change either young man!

Forever yours, Your Mary.

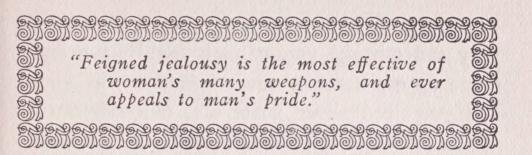


My Honey Girl:

God love you, Mary, mine! Your letter today was your own dear self, it was just chock full of gladness an I'll bet I must have read it forty times. "What did you do with the hammer!" Gee! Its good to have you, honey! You know your letter seemed to have something in it likethat-gosh I don't know just how to say it-only it brought back all the old smiles an a whole lot of fresh new ones too, all day yesterday I was sending you little love messages by wireless and looks like some of them must have reached you, eh! Listen, Mary, keep the soft pedal on, will you! Don't never hand me no more wallops like you've been doing, cause if I lose you I might just as well hunt up a new job, for do you know the day I got your last letter was the first time I ever had any trouble with my customers! Yes an I had four arguments that day cause I was worrying over losing you, an this won't do, for I have all kinds of people to handle, I bust into one house ar find a Minister and maybe the next

one is a liquor dealer, an say, handling one of them there Wet and Dry campaigns is a love feast compared to my job! Can you imagine a bunch of cranky women and most of them daring you to please them and all the time they're betting you wont! But I'm supposed to keep smiling all the time so you see you mean a whole lot to me girlie. I know its kind'a tough on you not to get out more but now that I know you're for me and want me to succeed there aint nothing going to stop me. Theres a top to every hill! an I'm going all the way up for they aint nothing I couldn't do with a little Pal like you pullin for me!! You sure had me going bout Jones an its some load off my mind to know you was just kiddin me, for I heard today there was a foreman job open an I'm going in strong for it an if I land it I'm going to have a long talk with you bout something you'd almost scared out of me, but I feel my strength 'a comin back now! Golly! tonights the party an maybe it aint going to be some night for me! I'll show you how a regular fellow ought to treat his girl! Feel just like if I'm walkin on air so don't pull me down again, be ready early, Mary. Well be good honey!

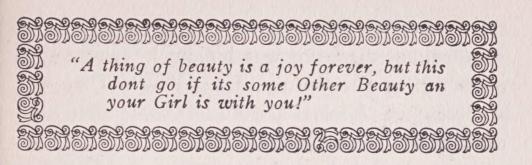
> Yours every bit of me, DAN, "GOING UP."



Mr. Daniel O'Niel, Dear Sir:

You were going to show me how a regular fellow should treat his girl! No doubt today you are gloating over the shameful manner in which you humiliated me at the party before all my friends! You are "Captain Innocence" you never flirt with anyone! Oh dear no! But I have found you out now you Mormon! How are you going to explain the fact that those three women were such evident dear friends, and yet you had the effrontery to claim you didn't even know them! Can it be possible that your lady friends are so numerous you find it difficult to keep track of them! You need not insult my intelligence by claiming not to know them, for they assumed an attitude of authoritative claim upon your attentions such as no lady would presume upon other than a very old and dear acquaintance. Perhaps, through lack of better breeding, you thought it the proper way in which to show your hold upon me! You have made a very sad mistake young man, for I have fully made up my mind to never speak to you again, and you need never write me, unless you can offer a satisfactory explanation of your shameful conduct of last night.

Yours etc.,
MARY L. ELLIOTT.



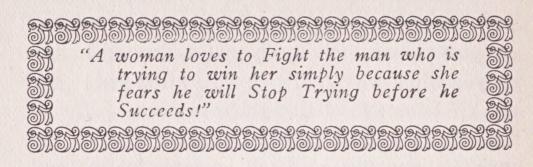
My Lady Mary:

Your letter today handed me the biggest laugh I've had in a long time, an on the level if it had been any longer I'd a laughed myself to death! Didn't I tell you bout that "Boo" thing! Cant fool me anymore little one, but the "million dollar mystery" is all cleared up for I've found out who the three lady friends were, can you guess! Three of my customers! On the level Mary I thought they were trying to kid me, and only they were just as indignant as you are and looking for an demanding an apology for the awful way I treated them. I wouldnt have known I'd ever seen them anywhere but in their kitchens. You see what fooled me was they looked so much better at the party, they had corsets on and a lot more hair on their heads and nice swell dresses—but here at the back door!-Well I dont want to say nothin only it aint no mystery to me no more why so many married men are around huntin up affinities—what ever they are. The only thing

that saved me was making out you was terrible jealous, but the truth was I didnt know I'd ever seen them before in my life! Wow! That was a close one! Looked like I'd lost three swell customers, but I managed to kiss my way out so well that at the wind-up they was all sympathizing with me! Showed Solomon your letter today to let him see how jealous you were of me an he read it an kind'a smiled an took a good look at me an says "I knew a man one time that had a face like a walrus an his wife thought every woman in town was tryin to flirt with him, she thought they was all jealous of her, but they was only sorry." I dont know just what he meant but somehow I felt kind'a glad I didnt show him your picture for if he saw what a swell looker you are the chances are he'd a died laughing. Gee Mary you were a dream at the party and I was burning up every time another fellow danced with you and there was a mob of them hangin round you all night, its a wonder some of them guys wouldnt bring a girl of their own! Gee thats a fine gag to stag it and butt in on some other fellow's girl! Looks like I'm going to land the foremans job, I got twelve new prospects from my old customers boosting for me an I guess Solomon knows who the live wires are for he gets

round an finds out things for himself. Can you imagine me with twenty-five more a month! Say do you think we ought to have a hired girl! We can afford one for I aint going to stop at foreman I'm going right on up and I'm going to make the little Pal that "weeded my garden" for me and held the ladder, the happiest girl in the world. So put away the hammer honey cause tonight I'm going to put the big question to you and I've got an awful winning streak on lately!

Yours in real joy,
DAN "THE FOREMAN."



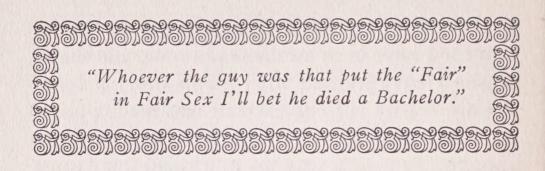
Mr. Daniel O'Niel, Dear Sir:

You need not imagine that because you are boss over a lot of men now that you have been promoted, that you are going to boss me too! Its a woman's place to run a home, she is the one who is in it most, and I'm going to be the one to decide whether or not we have a hired girlanyway young man you need not be so sure of everything you havent got me as yet, and I can readily see now how you are going to turn out too! You were nice enough while you were coaxing and begging me to say yes, and the moment I was fool enough to say it you began to tell me what you were going to have in your house when you were married! I suppose it wont be my house, maybe I'm to be the hired girl! Mother always said I was too easy going and too willing to allow everyone to walk over me, but I have always had an abhorrence for quarrelling and now you are trying to take advantage of my disposition to lord it over

me! Well you are not going to succeed young man for I have been awakened in time, and thank heaven I have learned what a domineering brute you are before our engagement was made public, I shall at least be spared this humiliation. You have had your own way too much and there must be an understanding that I am to have something to say in planning our future before I will consent to have our engagement announced otherwise my "yes" is withdrawn.

Your heart-broken,

MARY.



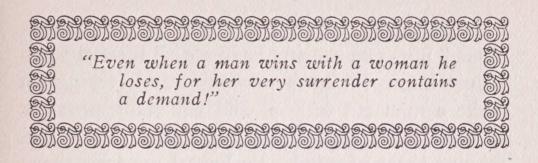
Mary Mine:

Help! Help! for the love'o Mike listen! I dont want to be boss over you nor nothing! Gee honey you can have full charge of me an the house an everything else! Looks like theres an awful difference in knowing a girl an understanding her-seems as though the minute a woman finds out she can have what she wants she ups an changes her mind! Lord I only suggested those things the other night to show there wasnt anything too good for a girl 'o mine, and I think I'm going to hit one clear over the center field wall an I'm a son of a gun if I dont bust my bat again! Looks like I'm going to have an awful tough looking batting average for I aint never got to first base with you yet! Anyway honey I've got job enough handling my men and I can see right now if they was women the whole German Army couldn't handle them! a "riot call" from one of my patients today and she was in an awful nervous state over the way one of my men had treated her, and gee I was

kind'a scared like for a while, but what do you think was the trouble! The dear soul had just finished massaging her kitchen floor and she said she didnt want it all tracked up an asked the man to come back in an hour and—"the brute insulted her"-so I waited bout half an hour, cause you see I didnt want to interrupt her, an then I up an asked her quick like (you got to be quick with them women or you're dead) "W'at 'd he say to ye!" It kind'a took her by surprise an she said "He had the impudence to say he'd be back tomorrow" (she lives on the third floor too) Gosh! Aint it awfull the way help will act at times! Hope to die if it dont take her a hull hour to tell me this and while she was tearing in I just says to myself "when her an hubby were made one there didnt nobody ever get cockeyed tryin to find which one, an if her worst half is deaf you can bet he dont think its any horrible affliction." She's one of them women that would rather be blind than have an impediment in her speech. So you see Mary I've got my troubles an I aint looking to take on no more either, you can be boss of the ranch for all I want is peace of mind not a piece of it, get me! Lord I'll put on a dress an help round myself rather than quarrel over anything, for I'm the original dove of peace right from the Hague Palace, and you

better handle me careful cause one of the Supt's. aint making good and I had a compliment from King today, he said complaints from customers on my territory were growin fewer every day, and they're soon going to be nothing, for I'm telling the women (we seldom hear from the men) to make their kicks to me see! They think I'm taking some personal interest in them and they fall for it, that old personal gag is great stuff, but I have my boys so they give our customers politeness, promptness, and honesty so you see they dont any of them have any real complaints they're all imaginary. Say! why dont you take a good look at yours Mary! Anyway its all settled you're to be boss of the ranch so "take back them crool words!"

> Yours forever'n ever'n ever, DAN, THE "Boss."



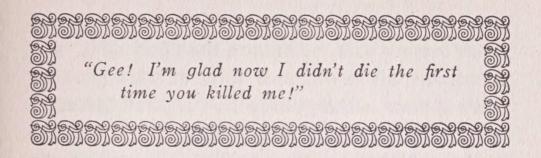
My Danny Dear:

Your "peace" of mind is assured for the future, and "dear boy" you have well earned it, and I have completely exhausted my supply of "hammers." But it might be well young man to not be too harsh in your fault-finding among the women, we are not all of us "shrews," your recital of the troubles of the lady who was so grossly insulted was a real gem of satire, and you are showing rare genius in your method of handling complaints, for I must confess that after "taking a good look at mine" they were just as you claimed. We wont have any "boss" in our house Dan, we can both talk things over for I am quite certain that in the end you will agree with my way of thinking so why need we make our lives miserable by quarrelling? I am not going to be selfish enough to want my own way in everything, but I dont think I could stand to be crossed much. Are you going to give up your bowling club? You surely dont imagine that I am going to sit home alone! If you do you are

much mistaken, I have had my fiil of that "home alone," now you see you have me all upset again! I just know I'll be a nervous wreck trying to make a man out of you, and you must promise to have more regard for my wishes, for I too require peace of mind. Perhaps I am too exacting of you Dan, but it is only because I love you so much and want you to be the best husband in all the world, and I just know you are going to be too, and I am not even going to keep a tack hammer around our house, for I know I shall never need one, and I take back "them crool words."

Lovingly yours,

MARY.

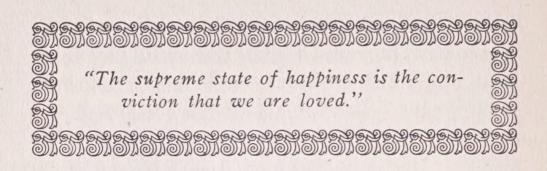


My Queen Mary:

Gosh! I'm breathing easier today than I have for a long time, and the King is always smiling at me now an we get along great, you see at first he didnt hardly know just how to take me, but now!-Say! Mary, listen! If we was like women we'd be kissing every time we met—only it would be on the square with us; - (I guess you dont need no chart with that one)—You see he's been through this here marrying thing an I was getting jerry to a lot of stuff, he said love was blind before marriage but after—nothing to it then, he said afterwards it could see the finish of the European War! When I told him all the inside stuff bout what I'd been through he laughed an said "JOB didnt have nothing on you!" Anyway honey theres bound to be a boss in our house even if we dont want one, an I got her all picked out, but I aint going to tip her off to you yet, you see, girlie mine, we can save an awful lot of time by not wasting it talking over the way you are going to insist on having things, for you'll win anyway

and if we just cut out the talk-fest it will keep me from getting that "slamming the door habit" see! Dont flare up at this now for I aint trying to be sarcastic nor nothing, only I've seen an awful lot of human nature on my rounds and its kind'a made a philosopher out of me thats all! We aint never going to have no arguments cause it always takes two for to have one and I aint going to butt in, see! Dont get an idea in your pretty little head that I'm soft nor nothing like that, for I'm a pretty tough guy I am, only I know we all get a little grouch on once in a while and it never amounts to nothing if the others keep their noses out of it! Its the "butting in" that causes all the trouble, an about every battle can be blamed on the guy thats always resenting something—seems like he almost framed up for it! Two of my men was going to destroy each other today and I told them there wasnt nothing to that fight gag unless they both had tights on and folks paid to get in, it was the same old thing too-misunderstanding-I told them they were just like little boys and that they should put their short pants on again an not be going round deceiving folks trying to make out they were men, and it stopped what might have been a lot of trouble for me-guess maybe I aint been stealing some of Solomon's stuff! Did I tell you he wants to see me at his office tomorrow? I know, from the way things have been going, it aint to bawl me out, for thats one awful nice thing bout him he dont have you bother going way down to the office for a panning—he just hands it to you right on the job so's you'll know what its for! The company's been growing lately an you cant never tell, so start holding your breath honey, I think I'm going up!

With all the love thats in me, "CLIMBING" DAN.

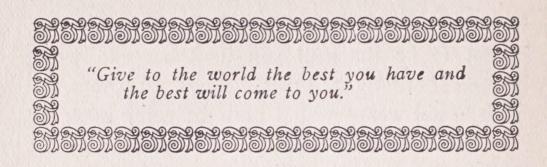


My Climbing Boy:

Do you know I'm so happy today I dont know whether to laugh or cry! It just seems like a dream, the wonderful way you have "climbed your hill," and my big brave lad did get to the top, you dont know how proud I am of you, and its so good to have you unaffected by your rapid rise, for it proves you to be a great big sensible chap and I am not afraid that any praise will affect you. You are not only a philosopher, boy of mine, you are a real man, full of strength and courage, a nature full of that tenderness that appeals so to a woman, and you have been blessed with God's best gift, that of making friends; our love will never grow old, Danny boy, it will keep us young, and we are going to be sweethearts forever and a day. I just love you to death, and remember young man you promised to eat anything I cooked! That will be the real test of your bravery, now I must hurry

to the dress-makers and stand all afternoon, you ought to be thankful you dont have to wear dresses, honestly, at times I almost wish that we girls could wear—well I must be going now, so bye bye "Climbing" Dan.

With all my love,
MARY "CONTENT."



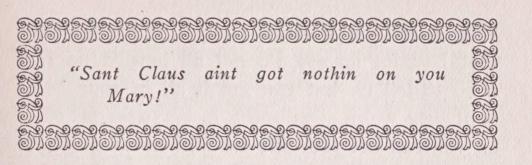
My Dear Boy:

I have a little advice that will serve you well in life, and I trust you will take it in the same friendly spirit it is given in, bearing in mind—"He who will not heed counsel, cannot be helped!" Perhaps you wonder at my interest in you! Many years ago, when I was but a girl, I married and our union was a happy one—then the good Lord in His mercy blessed us with a son-a little blue eyed, fair haired Angel, and our cup of joy was full—as I watched him grow I dreamed of the future-and if the Lord had spared him to me I would have longed him to be just such a big, strong, honest, manly lad as you are— thats why I feel it my duty to counsel you as I would my own son. In your cheery loveable character you have been left a legacy that cannot be measured in money, for yours is the wealth that brings with it that which all the world's riches cannot buy-content-the only true happiness in life! You are ambitious, a healthy sign in itself, and you have the world before you with

success or failure awaiting your choice! Don't be led astray by the mistaken idea that "The world owes you a living," for while it is well to hope, its far better to deserve, just keep ever in mind that "Diligence is the Mother of good luck -and God giveth all things to industry!" Remember that you will get from this life exactly in accord with what you put into it—no more—no less—and if you would one day command, you must first learn to serve, so when an opportunity comes serve it well and rest assured your reward will be to the full! Too many young men of today think that "To serve well is not manly"-They deem it quite smart to get without givingthey, in their ignorance, mistake egotism and false pride for wisdom—whereas the wise man is humble of spirit. This is a day of specialists, and to succeed, a man must be efficent-and that means he must know his business thoroughly, make honesty your watchword-be honest with yourself and honest to your employer, dont blind yourself into thinking you can fool your Boss or you will find when too late you have fooled none but yourself! Be manly and stand on your own legs-ask nothing without giving-for plough-man on his legs, is higher than a King on his knees!" Make efficiency your goal, and remember that the way to be ready for advance-

ment is to prepare for it—and the way to merit it is by keeping in mind "The man who does the little things well, is prepared to do the big things better!" Drive your work-dont let your work drive you-for many an ambition has been discouraged, and many a career has been ruined by seeking the big without knowledge of the small things in business—in other words, dont aspire to be a Teacher in your work until you have thoroughly learned the Alphabet of it! Dont idle your time my boy for time is the thing we call life! Learn to love your work and you will find joy in doing it well-be ambitious-but back it up with all the energy you have in you, and success and advancement will find you, for big business is ever crying out for efficiency and loyalty! May God bless and keep you my dear boy, is the wish of

"The little old lady on the fourth floor."



My Best Pal:

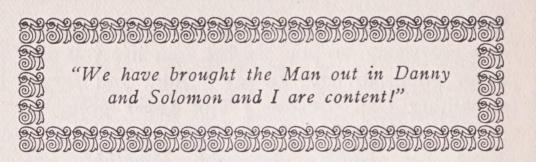
Where do you think I was today! Visiting the "Little old lady on the fourth floor!" I'm sending you a letter I got from her today, we had a great old chat an when I showed her your letter she kind'a filled up like an said "be good to her boy!" Gee! She's the sweetest old lady—I'll bet my Mother was like her—only I dont never remember seeing her. She made me promise to have you call on her, you'll love her Mary cause she's just as tickled over all my good luck as you an me are. Guess I must have showed your picture to most everyone in town and a lot of fresh guys wanted to know how a homely geek like me ever grabbed off such a swell looker—I wanted to bust some of them but I thought I wouldnt-I said it was my winning ways, Solomon looked at it and said "You must have blind-folded her!" You're kind'a there with the sweet oil yourself for you made me almost blush with all the nice things you said in your letter, wish I had your line of talk so I could tell you bout all the different kind of

ways I love you honey! Golly! It seems likethat I-taint no use I'd get all bawled up if I tried to tell it-but you got it all in your letter bout how we're allus going to be sweet heartsan you can bet your life we aint never going to get old! But listen Mary! Heres one, if I can explain it just right-bout how I think a man should ought to love a woman-you see I allus get a lot of fun out of doing little things an giving things to folks I like see! An so I'm just going to go on loving my little Pal new every day, and I'll tell you how I know thats the right wayyou see honey we're allus kids, only of course we get taller an fatter an everything but we dont never change none inside—cause no matter how tall or fat we get the same things make us glad an the same things make us sad see! Just like if I was to come home every night for a time and always have some little surprise for you and said something nice like to you, you'd kind'a grow to like it and to look for it wouldnt you! An you'd like me just beause I kept you in mind wouldnt you! Well then suppose'n I'd stop bringing things home an I'd forget to say any nice things an wouldnt think to even kiss you till you reminded me of it! Do you think it wouldnt break you all up! You'd miss them wouldnt you! So you see we're just kids only we're grown up thats all, an

thats why I aint never going to stop loving you new every day, an you can bet your life you aint never going to have to say "Didnt you forget something Dan?" cause I aint never going to forget—and God love you Mary mine—when I die I just want to die eating something you cooked!

Loving you more every minute,

DAN, "THE WINNER."

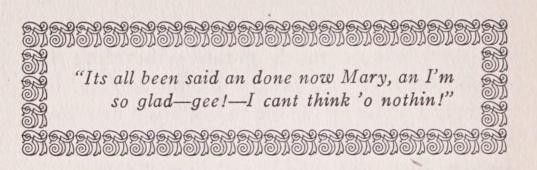


My Dearest Danny:

You are truly "a boy that never grew up inside," and because your heart is ever young you will never grow old, your description of how a man should love a woman is so full of tenderness and shows such understanding that I feel almost unworthy of you-but Danny mine, you seem to grow on me so, that I am certain your homely philosophy will soon "make me over" into a "Pal" worthy a love so great and honest. Your every thought seems to be for the happiness of others, and your one great pleasure must needs be the joy of giving! Your reasoning is quite remarkable, for what every woman craves most, and what none can resist, is to be secure in the knowledge that she is "ever in the thoughts" of the man she loves, a woman fairly lives on the little thoughts given her by him-and so too does she sorrow over the loss of them. For a woman to be truly happy her husband must never cease to be her lover—he must never grow careless in his little attentions towards her—you see, Danny

boy, a woman gives so much more than a man, and her love is much greater—therefore the greater the love—the greater too the sorrow! But with my Laddie loving me in his "little new way" each day through life-if he is never going to forget—then ours shall be one long joyous courtship of true lovers—and sorrow will never enter. So then today I am supremely happy and content—happy in having the love of my big manly Dan—and content in the joy of loving him in return. My heart is so full of happiness that I scarce find words to express it. That was a beautiful letter the dear little old lady wrote you, and it will be a pleasure to visit her, and I am in love with her already because she loves my Danny boy, and I think I am going to like Solomon too, for all he has done for you, and I am sure he must be secretly proud of the man he has developed in you, for none of us like to guess wrong! Now I'm away to the dressmakers to "stand up" again, I am thinking of my lover every minute of the day and continually sending him little mental blessings and "love thoughts by wireless"—see now how you are growing on me! I'm longing for "your line'o talk!"

With all my love,
MARY "CONTENT."



Girl of Mine:

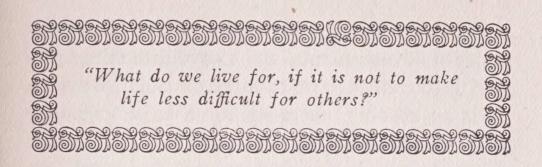
Gee! You're some girl Mary! An its all right for you to like Solomon for I'm kind'a stuck on him myself like I told you the other day, an I want you to love "our little old lady" too-but I guess that'll be bout as far as you need gocause you're a good hearted little terror and I dont want you to be no regular "out-door-relief" with that loving thing, see! Cause I'll tell you why, I got an awful surprise for you for tomorrow, gee I've been biting my lips for a week trying to keep it! Tomorrow a crowd of our boys is going to have a little picnic see! An you see there'll be a lot of awful nice looking fellows out there—an I aint jealous nor nothin cause I know you're for me hook, line an sinker, see! Only it aint going to make me die laughing to have any of them think that maybe you're sorry you didnt get a peep at some of them before you fell for me! So just kind'a keep from letting them get anything on me, will you Mary! Please! Course

they maybe dont mean nothing by their kiddinbut Lord! I've had an awful time with them guys! I'll bet that there champeen that Solomon was telling me bout—that there Job—I'll bet if he was ever engaged to a girl he never was rummy enough to go an tell a lot of guys about it-or he'd a lost that there champeenship the first day! Gotanother surprise for you honey! I'm getting to be a regular grab bag aint I! But this one is going to knock you dead! Been watching myself pretty close lately an now I'm all set to tip it off to you-I've cut out that there slang talk! Gee! I'm feeling like a colt today, for this morning I was telling the Boss bout me cutting it, see! An I says dont you think I'm improving? An you ought to heard him laugh (guess he was tickled) an he says "Yes your better than ever at it!" An thats some compliment, for he's a pretty wise gink, an he dont kid bout nothin like that only I guess maybe he spread the hair oil a little at that. Gosh! I ought to save this one for tomorrow, but I'll have to spring it on you now or bust! I'm to have two hull weeks to marry and settle down, an when I return I'm Division Supt. an have a buzz wagon! Lord! Mary I'm faintin! Thats why Sol was so glad bout me getting off that hick talk, cause you see

now I'll be at meetings an I guess it would be kind'a raw for me to be pulling a line of fly gab that they wouldnt get jerry to at all! Be sure an get all dolled up in your glad rags, an yours truly will be there with a swell front an when they get a flash at us tomorrow, believe me, they'll think the sun is in their eyes!

Yours, champing at the bit, "SUPT." DAN.

P. S.—I'm fraid to stop saying "aint" and "taint" and "Gee" for fear you would think it wasn't me writing to you.



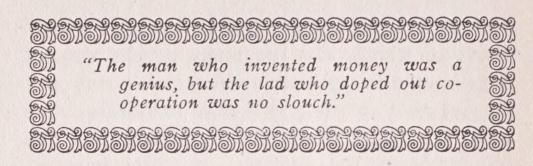
Danny Mine:

Don't be fearful about your slang, Danny dear, for it is modern and readily understood, even though not grammatical, and I know enough of the dead languages for us both; you possess a natural wit and a personality, which together with your cleverness, is bound to bring you success, and I am confident you can suit your language to whatever occasion necessity requires. Our dear little old lady will be proud of the efficiency her boy has developed, for your logical reasoning shows a thorough knowledge of your business and contains deep scientific thought. Today I was given an opportunity to make use of your argument; the lady next door asked me to take ice from the man who was delivering to her, she said the big company had enough cutomers and it would be awfully nice of me to help this man because he had a wife and child to support. So I proceeded to disabuse her mind of many wrong ideas; I said, we live in large cities in

order that we may enjoy to the full the benefits of modern advancements, and to avoid the drudgery and inconvenience of country or isolated places. It is an absolute necessity for a large organization to specialize in ice, and to devote their time, energy, brains and money during all the twelve months in the year, so that all the peoplenot a few-may be assured of ice not only during the hot summer months, but to maintain an organization so that we may all have ice when we want it as well as when we need it! You say the man who delivers to you has his own wagon? Then he is not so poor nor is he as worthy of my patronage as the man who works for the Company. My man has a wife and two children and his success depends entirely upon his holding his customers on this one street, while your man can go where he pleases-if the people on this street don't take from him he can move over to the next, but my man must depend for success upon keeping his trade in his given territory. The money I pay for ice goes to help the many girls and men who are gaining a livelihood through the efforts of this concern, whereas you are helping only one; our sympathies rightly belong to the men who devote their time specializing for all-not to the lone individual who seems to imagine that

you are obligated to see that he becomes a merchant for the few! Too many people, without any thought, imagine that every dollar they pay for ice goes to some rich man to idle his time away at Palm Beach in the winter and the mountains in the summer. A little scientific thought would prove to us all that co-operation is absolutely necessary between the public and the men who specialize for the comfort of them all!" She said, "I never gave the matter any thought but now I realize that what I have been giving to my man has been taken from your's, and while my small purchases would not be missed by the big men in the Company, I forgot the injury to the driver—I can now see the necessity of a big concern, and that my money will be distributed among more people through them, and you can tell your man to call on me tomorrow." Don't you think I am competent to enter Solomon's employ as "A scientific thought developer!" You have my curiosity aroused Danny, and I want you to tell me just what the actual conditions would be if we had a thousand individual ice dealers in place of a large organization. You see I love to know things-because I love to talk! Lovingly yours,

MARY.



My Wonder Girl:

Gee! I must be growing on you Mary! Or else you had a dictograph with you when I was talking to you the other night. When I showed your letter to Solomon he said: "Well I'm glad you've won her, cause I'd hate to lose such a wise head, and now the company will get the benefit of her wisdom through you." Gosh! That letter of yours has kind'a scared me a little-you see I know what would happen all right, if we had a thousand dealers instead of a big company, only after reading that swell letter of yours I'm a little ashamed to try to answer it—cause I aint got the way of handing the talk out that you have-but here goes anyway—You see in the first place they wouldnt be ice enough for one month-let alone twelve! Cause where would they get it! And if they knew where it was how would they get it! It takes lots and lots of money to buy machinery to make ice, an it takes lots of it to send men up north in the winter to cut it, and to build houses to store it in till the hot spell comes when all the

machinery cant make it fast enough for the people to use; and it takes lots of money to build storage houses in different parts of the city so's the wagons can load quickly, cause people want ice when they need it-not just when some driver can get it! Cant you see where the people would be at if it wasnt for the great big clock-working organization that never fails to have the ice at your door! The reason they never fail is cause they've been busy all winter long-when most folks forget about ice-cutting it and storing it, ready for the comfort of all the people! And you never want to give them no thanks for doing this for you-instead of sympathizing with them you're kidding yourself into feeling you ought to help the lone driver that's only taking care of a few—while the company is ready to care for all! Spose these thousand drivers could get together and could raise all the money needed to pay for the things it takes to do a business big enough for this city—and could find men big enough to build up and keep running an organization of this size—what would they be? Dont you see that they would be just exactly what each one is yelling about! They would be just what we are —for we are a thousand dealers—only we have what it needs to handle such a big thing-organization! You see Mary, we got to have business

develop and keep pace with the age of progress we're living in, we'd be in fine shape here in this big growing city if we went back to the old fashioned method of individual service! Sposin we didnt have no men big enough, and brainy enough and nervy enough to risk their money organizing big companies to do things in a big way! Where and how would people get enough coal, or gas, or electric lights, and the things we eat and wear? Sposin no company built big boats so we can enjoy lake rides—do you think people would be satisfied to have a thousand guys with a row-boat apiece to row them over to Put-in-Bay two at a time!

How would it be if all the folks in town were waiting for the cobblers to make them each a pair of shoes! You cant get away from it Mary, when it comes to anything that means the comfort, convenience and happiness of all the people, we must have men to specialize in that article—and the people must co-operate with them. The people need these men—and they in turn need the people. Cant you see why its absolutely necessary to have a big company in order to insure enough ice for everyone! Dealers cant go up north and cut and store ice each man for himself! They simply buy when and where they can to take care of their own few customers—and

whats to become of the hundreds of thousands of people who would be without ice if it were not for the City Ice Delivery Co.? You see Mary, no matter how you look at it, if you just give it a little thought, you got to have a big company havent you? Well you've got one so why dont you get onto yourself and support it! Big cities get so crowded with people that the things required for their comfort and convenience, and their health must be handled by large concerns—just as the city itself is handled by an organization! Supposing the city didnt take charge of the sewering for us! Supposing we had a thousand Mayors, or a thousand heads to every department, where would we be at! Maybe it would be all right for to hire some fellow with a shovel to go out in the back yard and dig a sewer for each man, and dig a well alongside so's the family could poison themselves with it instead of being as lucky as the folks are today that have Distillata to keep them healthy! You see Mary, ice may be a luxury to some—but its a necessity to more—how about the little babies that will die because their milk has been spoiled for lack of ice! How about the sick people who will suffer and die for the want of ice to reduce their fever, or to fill the ice bags the doctor prescribed for them! Who's going to fur-

nish this necessity that means the very life of so many! Folks dont mean to be selfish nor hardhearted Mary its just that they never thought what a great necessity a big company is for the comfort of all the people! The company dont want no sympathy from nobody, all they want is a square deal—they aint giving nothing away nor they aint taking nothing for nothing neither! Our company has been built up by men, some of whom have been in the ice business for thirty years and more, so if you really have any sympathy lying round that you feel charitable bout, why dont you give it where it belongs! These men have made it possible for you to have ice when and where you want it, and at a reasonable price—then we have girls, ninety of them clerks -we have young men collectors, and the older ones advancing to positions of responsibility: don't these people deserve any consideration! Our men ask only to be allowed to serve youthey are not seeking to become your social equal -yet you imagine your sympathy should go to one who, when he becomes a merchant, places himself upon an equal basis with you! Now I'm going to take that "rich" thing out of your head, you thought that every dollar you paid for ice, some rich guy grabbed it and ran off to have a swell time with it! Do you know how much

this "wealthy" guy has left for himself out of your dollar after he pays for all the things I told you about? Six Cents! Count them Mary! Gee! Aint it just something awful the way them big greedy guys are robbing the dear "Peepul"! They should ought to be put in jail, dont you think! I'm not kidding bout them six cents neither, thems facts, and you can bet my eyes was opened when I had it proven to me too! Here goes that Dollar of yours on its way to that Greedy Concern - so keep your eye on it! First we have to take out fortyfive cents for labor (cause they pay everybody that works for them) then we take out eight cents for maintaining the horses (and we take good care of them too) then we take out six cents for wagons (and the wagon maker tells us that out of each dollar we pay him, he has to give half of it to his men for labor) then we have seven cents for fuel, then two cents for freight, then seven cents for machinery and repairs, then four cents for insurance, taxes and rent, two cents for production materials, nine cents for depreciation and general expense, and four cents for advertising and Charity! (for this company really has a heart) — and every single one of them six cents thats left goes to them big Greedy Guys! And they don't do nothing to earn them neither—that is—well, all they ever did was to devote all their time and brains and energy, and

furnish all the money to finance and build up this great organization! Thats going a long ways for the eggs! Gee! If we all had to go that far to make one of our dollars earn Six Cents we wouldn't have enough ice nor anything else I guess, so I'm strong for the men who take all the risks and tend to the big things for me. Now about that labor thing Mary. If we whittled this right down to the end we'd find that all the money folks pay for ice goes for labor, cause there aint nothing in this world with value but what labor didn't create that value! Look at the diamonds—look at the coal and iron ore in the mines—the timber in the forests—what actual value is there to mankind till labor digs or brings them out! So you see Mary mine, this is a big age and we got to encourage the men who are doing the big things, and caring for the big problems for us! Specialization and co-operation are the things required for to insure the comfort and happiness of all the people! Gee! You should have seen how I swelled up when Solomon boosted you to me! I'm just getting plumb crazy bout you honey, and do you know what I wish right now! Wish I was Twins, so's I could leave one of me home with you all the time, an let the other one of me go to work! I'll have a whole lot of things to tell you tonight! Well be good honey!

Yours stronger'n ever, "Supt." DAN.

